



**The Greatest Prospector in the World: A  
historically accurate parable on creating success in  
sales, business & life**

*Ken Dunn*

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Laura Dunagan, was born in the gold prospecting days of rustic Alaska in the early 1900's. When Laura was 16 years old, her father was trapped under a mud slide while prospecting in a nearby river and died. Laura was forced to move to Chicago in the care of her rich Uncle Joe. Laura hated Uncle Joe because he forced her to leave the river, but also because he had left the family prospecting business to move to Chicago years before she was born. Laura discovers that Uncle Joe made his fortune selling insurance and was the owner of the largest insurance company in Illinois. While wondering through the mansion one day, she found Uncle's Joe personal den. In it, she discovered an entire new life that would lead her to heights that she would never had realized panning for gold in Alaska. Uncle Joe used the 6 gold prospecting rules for safety to prospect new clients for his insurance company and in doing so, discovered the secrets to wealth in selling.

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